

SERFF Tracking Number: AMAX-125708449 State: Arkansas
Filing Company: American Association of Insurance Services State Tracking Number: EFT \$250
Company Tracking Number: AAIS-2008-26LC
TOI: 09.0 Inland Marine Sub-TOI: 09.0006 Other Personal Inland Marine
Product Name: Boatowners
Project Name/Number: CW BT 05 08 Loss Costs - AAIS-2008-26LC/AAIS-2008-26LC

Filing at a Glance

Company: American Association of Insurance Services

Product Name: Boatowners SERFF Tr Num: AMAX-125708449 State: Arkansas
TOI: 09.0 Inland Marine SERFF Status: Closed State Tr Num: EFT \$250
Sub-TOI: 09.0006 Other Personal Inland Marine Co Tr Num: AAIS-2008-26LC State Status: Fees verified and received
Filing Type: Rate Co Status: Reviewer(s): Alexa Grissom, Betty Montesi
Author: SPI AAIS Disposition Date: 06/30/2008
Date Submitted: 06/24/2008 Disposition Status: Filed
Effective Date Requested (New): 12/01/2008 Effective Date (New): 12/01/2008
Effective Date Requested (Renewal): Effective Date (Renewal):
State Filing Description:

General Information

Project Name: CW BT 05 08 Loss Costs - AAIS-2008-26LC Status of Filing in Domicile: Pending
Project Number: AAIS-2008-26LC Domicile Status Comments:
Reference Organization: Reference Number:
Reference Title: Advisory Org. Circular:
Filing Status Changed: 06/30/2008
State Status Changed: 06/30/2008 Deemer Date:
Corresponding Filing Tracking Number: AAIS-2008-26F; AAIS-2008-26R
Filing Description:
Re: AAIS-2008-26LC
Boatowners Program
Loss Cost Rating Information (Rev 05 08)

On behalf of our affiliated companies, the American Association of Insurance Services (AAIS) is filing changes to the

<i>SERFF Tracking Number:</i>	<i>AMAX-125708449</i>	<i>State:</i>	<i>Arkansas</i>
<i>Filing Company:</i>	<i>American Association of Insurance Services</i>	<i>State Tracking Number:</i>	<i>EFT \$250</i>
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AAIS Boatowners Program. Our filing consists of updated loss cost rating information.(Rev 05 08).

The Filing Memorandums provide detailed descriptions of the changes and additions being proposed at this time. Exhibits are included which support the changes. Copies of all materials are enclosed.

We propose that the filing become effective December 1, 2008. Companies will be advised to take the filing action outlined in the attached company action exhibit.

In a separate companion filing identified as "AAIS-2008-26F" we have submitted new and/or revised forms and endorsements.

In a separate companion filing identified as "AAIS-2008-26R" we have submitted new and/or revised manual rules and supplemental rating information.

Please be advised that, upon approval, the materials that are the subject of this filing may also be provided to affiliated companies in an electronic format. We will be happy to furnish you the same materials electronically, upon request. Due to differences in printer configurations or other hardware or software differences, the appearance of the materials that are the subject of this filing may be altered slightly when produced by another system. Such alterations will be cosmetic only and will not affect the content of the filed materials.

Company and Contact

Filing Contact Information

Norma Jean Knight, Filings/Compliance Specialist	normak@aaisonline.com
1745 South Naperville Road	(630) 681-8347 [Phone]
Wheaton, IL 60187-8132	(630) 681-8356[FAX]

Filing Company Information

American Association of Insurance Services	CoCode: 31400	State of Domicile: Delaware
1745 S. Naperville Road	Group Code:	Company Type:
Wheaton, IL 60187-8132	Group Name:	State ID Number:
(630) 681-8347 ext. [Phone]	FEIN Number: 36-2021360	

SERFF Tracking Number: *AMAX-125708449* *State:* *Arkansas*
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Filing Fees

Fee Required? *Yes*
Fee Amount: *\$250.00*
Retaliatory? *No*
Fee Explanation:
Per Company: *No*

COMPANY	AMOUNT	DATE PROCESSED	TRANSACTION #
American Association of Insurance Services	\$250.00	06/24/2008	21064696

SERFF Tracking Number:	AMAX-125708449	State:	Arkansas
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Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Filed	Alexa Grissom	06/30/2008	06/30/2008

<i>SERFF Tracking Number:</i>	<i>AMAX-125708449</i>	<i>State:</i>	<i>Arkansas</i>
<i>Filing Company:</i>	<i>American Association of Insurance Services</i>	<i>State Tracking Number:</i>	<i>EFT \$250</i>
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Disposition

Disposition Date: 06/30/2008

Effective Date (New): 12/01/2008

Effective Date (Renewal):

Status: Filed

Comment:

Company Name:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Premium:	Maximum % Change (where required):	Minimum % Change (where required):	Overall % Indicated Change:
American Association of Insurance Services	-6.600%	\$-1,361		\$20,615	%	%	%

SERFF Tracking Number: AMAX-125708449 State: Arkansas

Filing Company: American Association of Insurance Services State Tracking Number: EFT \$250

Company Tracking Number: AAIS-2008-26LC

TOI: 09.0 Inland Marine Sub-TOI: 09.0006 Other Personal Inland Marine

Product Name: Boatowners

Project Name/Number: CW BT 05 08 Loss Costs - AAIS-2008-26LC/AAIS-2008-26LC

Item Type	Item Name	Item Status	Public Access
Supporting Document	NAIC Loss Cost Filing Document for OTHER than Workers' Comp	Filed	Yes
Supporting Document	Uniform Transmittal Document-Property & Casualty	Filed	Yes
Supporting Document	NAIC loss cost data entry document	Filed	Yes
Supporting Document	BT CW Loss Cost Filing Memo	Filed	Yes
Supporting Document	BT Actuarial Memo	Filed	Yes
Supporting Document	BT Actuarial Exhibits A, B, & C	Filed	Yes
Supporting Document	AR Personal Lines Loss Cost Company Action Exhibit	Filed	Yes
Rate	BT Loss Cost Rating Information	Filed	Yes

SERFF Tracking Number:	AMAX-125708449	State:	Arkansas
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Product Name:	Boatowners		
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Rate Information

Rate data applies to filing.

Filing Method:	Prior Approval
Rate Change Type:	
Overall Percentage of Last Rate Revision:	-20.000%
Effective Date of Last Rate Revision:	07/01/2000
Filing Method of Last Filing:	Prior Approval

Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Premium:	Maximum % Change (where required):	Minimum % Change (where required):
American Association of Insurance Services	%	-6.600%	\$-1,361		\$20,615	%	%

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Rate/Rule Schedule

Review Status:	Exhibit Name:	Rule # or Page #:	Rate Action	Previous State Filing Attachments Number:
Filed	BT Loss Cost Rating Information	Loss Cost Rating Info 1 - 3	Replacement	Loss Cost Rating Info 1 - 3.PDF

AMERICAN ASSOCIATION OF INSURANCE SERVICES
BOATOWNERS MANUAL
COUNTRYWIDE

LOSS COST RATING INFORMATION

BASE PROPERTY LOSS COST \$ 186.78
(\$250 Deductible)

BASE LIABILITY LOSS COST
(\$100,000 Limit, Includes \$1,000 Med Pay)

RATE GROUP	LOSS COST
1	\$ 20.00
2	22.00
3	29.00
4	36.00
5	44.00
6	51.00
7	77.00

AMERICAN ASSOCIATION OF INSURANCE SERVICES
BOATOWNERS MANUAL
COUNTRYWIDE

LOSS COST RATING INFORMATION

RULE

4.3 CALCULATION OF PREMIUM

Rating Information
(Per \$100 of Insurance)

4.3.2 BOAT TRAILER \$ 1.00

4.3.3 LIABILITY PREMIUM

MEDICAL PAYMENTS INCREASED LIMITS

LIMIT	BOATS	PERSONAL WATERCRAFT
\$ 2,000	\$ 3.00	\$ 5.00
3,000	6.00	10.00
4,000	9.00	15.00
5,000	12.00	20.00
10,000	15.00	25.00

7 COVERAGE OPTIONS

Rating Information
(For Each Add'l \$100 of Insurance)

7.1 BOATING EQUIPMENT -- INCREASED LIMIT \$ 1.50

7.2 EXPANDED EMERGENCY SERVICE

AMOUNT OF INSURANCE	CHARGE
\$ 500	\$ 7.00
1,000	12.00

AMERICAN ASSOCIATION OF INSURANCE SERVICES
BOATOWNERS MANUAL
COUNTRYWIDE

LOSS COST RATING INFORMATION

RULE

7 COVERAGE OPTIONS - Continued

Rating Information
(For Each \$100 of Insurance)

7.3 PERSONAL EFFECTS COVERAGE

\$ 1.50

7.4 UNINSURED BOATER LIMIT

LIMIT	BOATS	PERSONAL WATERCRAFT
\$ 25,000	\$ 10.00	\$ 17.00
50,000	15.00	25.00
100,000	20.00	34.00

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Supporting Document Schedules

Bypassed -Name:	NAIC Loss Cost Filing Document for OTHER than Workers' Comp	Review Status: Filed	06/30/2008
Bypass Reason:	N/A to this filing		
Comments:			

Satisfied -Name:	Uniform Transmittal Document- Property & Casualty	Review Status: Filed	06/30/2008
Comments:			
Attachments:			
	AR - NAIC P&C TRANSMITTAL DOCUMENT.PDF		
	AR - NAIC RATE RULE FILING SCHEDULE.PDF		

Satisfied -Name:	NAIC loss cost data entry document	Review Status: Filed	06/30/2008
Comments:			
Attachment:			
	AR - RATE FILING ABSTRACT RF-1.PDF		

Satisfied -Name:	BT CW Loss Cost Filing Memo	Review Status: Filed	06/30/2008
Comments:			
Attachment:			
	BT CW Loss Cost Filing Memo.PDF		

Satisfied -Name:	BT Actuarial Memo	Review Status: Filed	06/30/2008
Comments:			
Attachment:			
	BT Actuarial Memo.PDF		

SERFF Tracking Number: AMAX-125708449 State: Arkansas
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Product Name: Boatowners
Project Name/Number: CW BT 05 08 Loss Costs - AAIS-2008-26LC/AAIS-2008-26LC

Review Status:
Satisfied -Name: BT Actuarial Exhibits A, B, & C Filed 06/30/2008
Comments:
Attachment:
BT Actuarial Exhibits A, B, & C.PDF

Review Status:
Satisfied -Name: AR Personal Lines Loss Cost Filed 06/30/2008
Company Action Exhibit
Comments:
Attachment:
AR Personal Lines Loss Cost Company Action Exhibit.PDF


Property & Casualty Transmittal Document

1. Reserved for Insurance Dept. Use Only	2. Insurance Department Use only	
	a. Date the filing is received:	
	b. Analyst:	
	c. Disposition:	
	d. Date of disposition of the filing:	
	e. Effective date of filing:	
	New Business	
	Renewal Business	
	f. State Filing #:	
g. SERFF Filing #:		
h. Subject Codes		

3. Group Name					Group NAIC #
					0000
4. Company Name(s)	Domicile	NAIC #	FEIN #	State #	
American Association of Insurance Services	DE	31400	36-2021360		

5. Company Tracking Number	AAIS-2008-26LC
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Contact Info of Filer(s) or Corporate Officer(s) [include toll-free number]

6. Name and address	Title	Telephone #s	FAX #	e-mail
Norma Jean Knight 1745 South Naperville Road Wheaton IL 60187-8132	Filings/Compliance Specialist	800-564-2247 Ext. 243	630-681-8356	normak@aaisonline.com
7. Signature of authorized filer				
8. Please print name of authorized filer	Norma Jean Knight			

Filing Information (see General Instructions for descriptions of these fields)

9. Type of Insurance (TOI)	09.0 Inland Marine
10. Sub-Type of Insurance (Sub-TOI)	09.0006 Other Personal Inland Marine
11. State Specific Product code(s) (if applicable) [See State Specific Requirements]	
12. Company Program Title (Marketing Title)	Boatowners Program
13. Filing Type	<input checked="" type="checkbox"/> Rate/Loss Cost <input type="checkbox"/> Rules <input type="checkbox"/> Rates/Rules <input type="checkbox"/> Forms <input type="checkbox"/> Combination Rates/Rules/Forms <input type="checkbox"/> Withdrawal <input type="checkbox"/> Other (give description)
14. Effective Date(s) Requested	New: 12/01/2008 Renewal: N/A
15. Reference Filing?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
16. Reference Organization (if applicable)	We are the rating organization
17. Reference Organization # & Title	
18. Company's Date of Filing	06/24/08
19. Status of filing in domicile	<input type="checkbox"/> Not Filed <input checked="" type="checkbox"/> Pending <input type="checkbox"/> Authorized <input type="checkbox"/> Disapproved

Property & Casualty Transmittal Document

20.	This filing transmittal is part of Company Tracking #	AAIS-2008-26LC
21.	Filing Description [This area can be used in lieu of a cover letter or filing memorandum and is free-form text]	

Re: AAIS-2008-26LC
 Boatowners Program
 Loss Cost Rating Information (Rev 05 08)

On behalf of our affiliated companies, the American Association of Insurance Services (AAIS) is filing changes to the AAIS Boatowners Program. Our filing consists of updated loss cost rating information.(Rev 05 08).

The Filing Memorandums provide detailed descriptions of the changes and additions being proposed at this time. Exhibits are included which support the changes. Copies of all materials are enclosed.

We propose that the filing become effective December 1, 2008. Companies will be advised to take the filing action outlined in the attached company action exhibit.

In a separate companion filing identified as "AAIS-2008-26F" we have submitted new and/or revised forms and endorsements.

In a separate companion filing identified as "AAIS-2008-26R" we have submitted new and/or revised manual rules and supplemental rating information.

Please be advised that, upon approval, the materials that are the subject of this filing may also be provided to affiliated companies in an electronic format. We will be happy to furnish you the same materials electronically, upon request. Due to differences in printer configurations or other hardware or software differences, the appearance of the materials that are the subject of this filing may be altered slightly when produced by another system. Such alterations will be cosmetic only and will not affect the content of the filed materials.

22.	Filing Fees (Filer must provide check # and fee amount if applicable.) [If a state requires you to show how you calculated your filing fees, place that calculation below]
<p>Check #:</p> <p>Amount: \$ 250.00</p> <p>Fees submitted via EFT</p> <p>Refer to each state's checklist for additional state specific requirements or instructions on calculating fees.</p>	

***Refer to each state's checklist for additional state specific requirements (i.e. # of additional copies required, other state specific forms, etc.)

PROPERTY & CASUALTY RATE/RULE FILING SCHEDULE

(This form must be provided ONLY when making a filing that includes rate-related items such as Rate; Rule; Rate & Rule; Reference; Loss Cost; Loss Cost & Rule or Rate, etc.)

(Do not refer to the body of the filing for the component/exhibit listing, unless allowed by state.)

1.	This filing transmittal is part of Company Tracking #	AAIS-2008-26LC
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2.	This filing corresponds to form filing number (Company tracking number of form filing, if applicable)	AAIS-2008-26F, AAIS-2008-26R
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☐ Rate Increase
 ☒ Rate Decrease
 ☐ Rate Neutral (0%)

3.	Filing Method (Prior Approval, File & Use, Flex Band, etc.)	Prior Approval
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4a.	Rate Change by Company (As Proposed)						
Company Name	Overall % Indicated Change (when Applicable)	Overall % Rate Impact	Written Premium Change for this program	# of policyholders affected for this program	Written premium for this program	Maximum %Change (where required)	Minimum %Change (where required)
American Association of Insurance Services	0	-6.6	-1361	0	20615	0	0

4b.	Rate Change by Company (As Accepted) For State Use Only						
Company Name	Overall % Indicated Change (when Applicable)	Overall % Rate Impact	Written Premium Change for this program	# of policyholders affected for this program	Written premium for this program	Maximum %Change (where required)	Minimum %Change (where required)

5. Overall Rate Information (Complete for Multiple Company Filings only)			
		COMPANY USE	STATE USE
5a.	Overall percentage rate indication(when applicable)		
5b.	Overall percentage rate impact for this filing		
5c.	Effect of Rate Filing – Written premium change for this program		
5d.	Effect of Rate Filing - Number of policyholders affected		

6.	Overall percentage of last rate revision	-20
7.	Effective Date of last rate revision	07/01/2000
8.	Filing Method of Last filing (Prior Approval, File & Use, Flex Band, etc.)	Prior Approval

9.	Rule # or Page # Submitted for Review	Replacement or withdrawn?	Previous state filing number, if required by state
01	Loss Cost Rating Info 1 - 3 Rev 05 08	<input type="checkbox"/> New <input checked="" type="checkbox"/> Replacement <input type="checkbox"/> Withdrawn	
02		<input type="checkbox"/> New <input type="checkbox"/> Replacement <input type="checkbox"/> Withdrawn	
03		<input type="checkbox"/> New <input type="checkbox"/> Replacement <input type="checkbox"/> Withdrawn	

FORM RF-1 Rate Filing Abstract NAIC LOSS COST DATA ENTRY DOCUMENT

1.	This filing transmittal is part of Company Tracking #	AAIS-2008-26LC
2.	If filing is an adoption of an advisory organization loss cost filing, give name of Advisory Organization and Reference/ Item Filing Number	

		Company Name		Company NAIC Number
3.	A.	American Association of Insurance Services	B.	0000-31400

		Product Coding Matrix Line of Business (i.e., Type of Insurance)		Product Coding Matrix Line of Insurance (i.e., Sub-type of Insurance)
4.	A.	09.0 Inland Marine	B.	09.0006 Other Personal Inland Marine

5.			FOR LOSS COSTS ONLY				
(A) COVERAGE (See Instructions)	(B) Indicated % Rate Level Change	(C) Requested % Rate Level Change	(D) Expected Loss Ratio	(E) Loss Cost Modification Factor	(F) Selected Loss Cost Multiplier	(G) Expense Constant (If Applicable)	(H) Co. Current Loss Cost Multiplier
Boatowners Program		-6.6%	This does not apply to a filing of loss costs by an advisory organization.				
TOTAL OVERALL EFFECT							

6.		5 Year History		Rate Change History				7.	
Year	Policy Count	% of Change	Effective Date	State Earned Premium (000)	Incurred Losses (000)	State Loss Ratio	Countrywide Loss Ratio	Expense Constants	Selected Provisions
2000	This information is not readily available	-20%	07/01/00	This information is not readily available			1999-70.8%	A. Total Production Expense	This does not apply to an advisory organization.
							2000-35.7%	B. General Expense	
							2001-29.2%	C. Taxes, License & Fees	
							2002-34.9%	D. Underwriting Profit & Contingencies	
							2003-35.2%	E. Other (explain)	
								F. TOTAL	

8. NA Apply Lost Cost Factors to Future filings? (Y or N)
9. NA Estimated Maximum Rate Increase for any Insured (%). Territory (if applicable): _____
10. NA Estimated Maximum Rate Decrease for any Insured (%). Territory (if applicable): _____

**AMERICAN ASSOCIATION OF INSURANCE SERVICES
COUNTRYWIDE BOATOWNERS PROGRAM
LOSS COST RATING INFORMATION
FILING MEMORANDUM**

The American Association of Insurance Services (AAIS) is filing a revised Boatowners Program consisting of revised loss cost rating information. AAIS is also filing two companion filings: one for forms/endorsements; and another for rules and supplementary rating factors. A copy of the countrywide Boatowners Loss Cost Information pages as well as an Actuarial Filing Memo is attached in support of the filing.

Revisions of a strictly editorial nature are not addressed in this filing memo. None of the loss costs have been modified unless a change is described in this filing memo. The 05 08 Boatowner Loss Cost Rating Information Pages are attached for your review.

Loss Cost Base Amounts

The base property loss cost has been decreased from \$200 to \$186.78. With the revised program, the number of navigational territories was increased. The change in the base rate will offset the territorial relativity impact.

RULE 4 -- PREMIUM DETERMINATION

4.3 Calculation of Premium

4.3.3 Liability Premium

The current loss costs have been modified to reflect specific Medical Payments Increased Limits. In the current program, increased limits for Medical Payments are available in \$1,000 increments. With the proposed program, limits of \$2,000, \$3,000, \$4,000, \$5,000 and \$10,000 are available. Note that there are no changes to the loss costs associated with each of the limits.

RULE 7 - COVERAGE OPTIONS

7.1 Boating Equipment -- Increased Limit

In the proposed program, Boating Equipment replaces Miscellaneous Property as an Additional Property Coverages. The loss cost associated with Boating Equipment will be the same in the new program as the Miscellaneous Property in the current program.

**AMERICAN ASSOCIATION OF INSURANCE SERVICES
COUNTRYWIDE BOATOWNERS PROGRAM
LOSS COST RATING INFORMATION
FILING MEMORANDUM**

7.2 Expanded Emergency Service

The limit for Emergency Service included with Additional Property Coverages has been increased to \$500. Similarly, the minimum amount of insurance for Expanded Emergency Service coverage has been updated. An additional limit and corresponding loss cost have been added to the Loss Cost Rating Information pages. The loss cost for the additional limit is based on extrapolation.

7.3 Personal Effects Coverage

This new option allows for coverage of the personal effects of an insured or guest. The proposed loss cost for this new optional coverage is the same as the loss cost for the Miscellaneous Property in the current program.

7.4 Uninsured Boater Limit

The proposed loss costs for this new rule are provided for both personal watercraft and boats. Limits are available in the amounts of \$25,000, \$50,000 and \$100,000. Rates are developed based on competitor analysis.

AMERICAN ASSOCIATION OF INSURANCE SERVICES BOATOWNERS PROGRAM

ACTUARIAL FILING MEMO -- COUNTRYWIDE

SUMMARY OF CHANGES

The American Association of Insurance Services (AAIS) is pleased to submit proposed changes to its Boatowners Program.

In this filing, AAIS proposes the following:

- ✓ Change the base rate;
- ✓ Change territories and territorial relativities;
- ✓ Credit for power boats with an outboard motor;
- ✓ Revise class rating for the liability component reflecting length and horsepower;
- ✓ Cap the limits for medical payments coverage;
- ✓ Introduce additional Personal Liability limits;
- ✓ Increase the deductible options;
- ✓ Introduce optional Uninsured Boater limits;
- ✓ Introduce rates for optional Personal Effects coverage;
- ✓ Change the Limited Navigation Period factor;
- ✓ Enhance the age of boat rating for early model boats;
- ✓ Discount for operator experience;
- ✓ Surcharge for multiple owners; and,
- ✓ Surcharge for agreed value coverage.

Exhibit A displays the premium distribution by territory for the boatowners program based on 2006 calendar year written premium. The impact is also displayed.

As shown in Exhibit A, the countrywide impact of the territorial changes is 7.1% which was offset in the base rate. AAIS has assumed that remaining changes which are not measurable net to an immaterial impact. Therefore, the filed impact of these revisions on a countrywide basis is 0.0%.

Historical premium and loss data is limited and has no credibility for actuarial analysis. The AAIS review of the boatowners rating generally concentrated on competitive information with one exception. The territorial review was based on a proxy for territorial relativities as estimated using boating statistics presented by the U.S. Coast Guard. However, the boating statistic data only captures accidents; losses due to hurricanes as an example are not represented.

As the volume of data grows with the approval of these revisions, AAIS plans to monitor the territorial loss experience and further adjust the rating as needed.

Exhibit A displays the proposed territorial relativities and the proposed base rate. Exhibit B displays the calculation of the property damage relativity, and Exhibit C displays the calculation of the frequency relativity.

Exhibit A

**American Association of Insurance Services
Boatowners - Selected Relativity by Region**

<u>Territory</u>	Exhibit B Pure Premium <u>Rel</u> (1)	Exhibit C Frequency <u>Rel</u> (2)	Average <u>Rel</u> (3)	75% <u>Tempered</u> (4)	Selected <u>Rel</u> (5)	Current <u>Rel</u> (6)	Territorial Relativity <u>Impact</u> (7)	<u>Distribution</u> (8)	Impact After <u>Offset</u> (9)
Alaska	5.59	2.78	4.19	1.80	2.00	0.75	166.7%	0.0%	149.0%
Florida	2.78	1.79	2.29	1.32	1.50	1.00	50.0%	0.0%	40.1%
Gulf West	0.59	0.78	0.69	0.92	1.00	1.00	0.0%	0.3%	-6.6%
Pacific South	1.92	1.74	1.83	1.21	1.10	0.75	46.7%	0.0%	37.0%
Pacific North	1.24	0.99	1.11	1.03	1.05	0.75	40.0%	0.0%	30.7%
Atlantic South	1.00	1.00	1.00	1.00	1.00	1.00	0.0%	0.0%	-6.6%
Atlantic North	1.33	1.25	1.29	1.07	0.85	0.70	21.4%	24.0%	13.4%
Great Lakes	0.29	0.54	0.42	0.85	0.70	0.60	16.7%	2.4%	9.0%
Inland Central	1.78	1.34	1.56	1.14	0.70	0.60	16.7%	3.2%	9.0%
Inland West	0.86	1.60	1.23	1.06	0.65	0.60	8.3%	12.0%	1.2%
Inland East	0.20	0.46	0.33	0.83	0.60	0.60	0.0%	58.1%	-6.6%
Overall Territorial Relativity Impact							7.1%		
Current Base Rate							200.00		
Proposed Base Rate Offset for Territorial Relativity Impact							186.78		

Exhibit B

American Association of Insurance Services Boatowners - U.S. Coast Guard Boating Statistics - Accident Property Damage Relativity

<u>Territory</u>	2004-2006 Registered <u>Boats</u> (1)	2004-2006 Trended Property <u>Damage</u> (2)	Property Damage Pure Premium <u>(2) / (1)</u> (3)	Property Damage Pure Premium <u>Relativity</u> (4)
Alaska	147,885	2,644,833	17.88	5.59
Florida	2,908,583	25,837,463	8.88	2.78
Gulf West	4,149,700	7,807,517	1.88	0.59
Pacific South	2,796,086	17,195,611	6.15	1.92
Pacific North	1,368,732	5,412,805	3.95	1.24
Atlantic South	4,053,166	12,956,772	3.20	1.00
Atlantic North	4,451,457	18,986,106	4.27	1.33
Great Lakes	6,995,608	6,530,384	0.93	0.29
Inland Central	2,307,175	13,104,678	5.68	1.78
Inland West	3,281,083	9,021,566	2.75	0.86
Inland East	5,802,924	3,662,820	0.63	0.20

Exhibit C

American Association of Insurance Services Boatowners - U.S. Coast Guard Boating Statistics - Accident Frequency Relativity

<u>Territory</u>	2004-2006 Registered <u>Boats</u> (1)	2004-2006 <u>Accidents</u> (2)	Accident Frequency <u>(2) / (1) x 1000</u> (3)	Accident Frequency <u>Relativity</u> (4)
Alaska	147,885	154	1.04	2.78
Florida	2,908,583	1,949	0.67	1.79
Gulf West	4,149,700	1,214	0.29	0.78
Pacific South	2,796,086	1,824	0.65	1.74
Pacific North	1,368,732	506	0.37	0.99
Atlantic South	4,053,166	1,516	0.37	1.00
Atlantic North	4,451,457	2,083	0.47	1.25
Great Lakes	6,995,608	1,413	0.20	0.54
Inland Central	2,307,175	1,154	0.50	1.34
Inland West	3,281,083	1,969	0.60	1.60
Inland East	5,802,924	993	0.17	0.46

AMERICAN ASSOCIATION OF INSURANCE SERVICES

COMPANY ACTION EXHIBIT

ARKANSAS

LOSS COST RATING INFORMATION

Companies that have granted AAIS filing authority for loss cost rating information for this line of insurance and have a loss cost multiplier on file for use with current and future filings:

- can adopt an AAIS loss cost rating information filing on the effective date designated by AAIS by submitting a copy of their previously filed reference filing adoption form to the Arkansas Insurance Department (ARID) at least 20 days before the effective date designated by AAIS. A reference filing should contain only transmittal forms and the filing reference numbers. Copies of AAIS filed and approved materials should **not** be included in a reference filing.
- can adopt an AAIS loss cost rating information filing on an earlier effective date by submitting a copy of their previously filed reference filing adoption form to the ARID at least 20 days before their chosen effective date. A reference filing should contain only transmittal forms and the filing reference numbers. Copies of AAIS filed and approved materials should **not** be included in a reference filing.
- can adopt an AAIS loss cost rating information filing on a later effective date by submitting a copy of their previously filed reference filing adoption form to the ARID at least 20 days before the effective date designated by AAIS. A reference filing should contain only transmittal forms and the filing reference numbers. Copies of AAIS filed and approved materials should **not** be included in a reference filing.
- but intend to change that multiplier, must establish an effective date and submit a complete loss cost multiplier filing to the ARID at least 20 days before the effective date designated by AAIS.
- can non-adopt an AAIS loss costs filing by notifying the ARID at least 20 days before the AAIS effective date.

Companies that have granted AAIS filing authority for loss cost rating information for this line of insurance but that do **not** have a loss cost multiplier on file for use with current and future filings:

- can adopt an AAIS loss cost rating information filing by establishing an effective date and submitting a loss cost reference filing to the ARID at least 20 days before their chosen effective date. A reference filing should contain only transmittal forms and the filing reference numbers. Copies of AAIS filed and approved materials should **not** be included in a reference filing.
- can non-adopt an AAIS loss cost rating information filing without notifying the ARID.

AMERICAN ASSOCIATION OF INSURANCE SERVICES

COMPANY ACTION EXHIBIT

ARKANSAS

LOSS COST RATING INFORMATION

Companies that have not granted AAIS filing authority for loss cost rating information for this line of insurance:

- can adopt an AAIS loss cost rating information filing by establishing an effective date and submitting a loss cost reference filing to the ARID at least 20 days before their chosen effective date. A reference filing should contain only transmittal forms and the filing reference numbers. Copies of AAIS filed and approved materials should **not** be included in a reference filing.

Include the AAIS and state file numbers in all correspondence with the ARID.